

Contract #	4850195	Date Entered	05/21/21
Schedule Dates	05/25/21-05/31/21	Last Modified	05/23/21
Advertiser	Glenn Youngkin for VA Governor-R (140580)	Entered By	Mark Afshar
Agency	Smart Media Group-Alexandria (6613)	СО-ОР	No
Product	POLITICAL CANDIDATE (ns) (1186)	External #	
Brand	525531 Younkin for VA Governor 5.25-5.31 (1563	Demo	
Salesperson	HOUSE-WASHINGTON, WJLA/GJLA/EJLA (3869)	Order Type	3 Wide Life
Sales Office	WJLA/GJLA/EJLA	Package Deal	
Buyer Name	Berg,Fran	Commission %	15.00
Phone/Fax	1	Commission	\$15,288.75
СРЕ	525531	Net Total	\$86,636.25

Local/Political Candidate Agency BRD

Weekly/Irregular

Sales Tax

Date:

Comments:

Washington (WJLA	١)	
By Broadcast Month	<b>Spots</b>	<u>Rate</u>
May. 2021	91	\$81,375.00
Jun. 2021	25	\$20,550.00
Grand Total:	116	\$101,925.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Мо	Tu	We	Th F	r :	Sa Su	Spots	Rate	Total	Station	Comments	Entered
1.0	Normal Line / SPOT	05/25/21-05/28/21	2	:30	9A- Live with Kelly			1	1	1 1	1		4	\$325.00	\$1,300.00	Washington (WJLA)		5/21/21
2.0	Normal Line / SPOT	05/31/21-05/31/21	2	:30	9A- Live with Kelly		1						1	\$325.00	\$325.00	Washington (WJLA)		5/21/21
3.0	Normal Line / SPOT	05/31/21-05/31/21	3	:30	10A- Rachael Ray		1						1	\$175.00	\$175.00	Washington (WJLA)		5/21/21
4.0	Normal Line / SPOT	05/25/21-05/28/21	3	:30	10A- Rachael Ray			1	1	1 1	1		4	\$175.00	\$700.00	Washington (WJLA)		5/21/21
5.0	Normal Line / SPOT	05/25/21-05/28/21	2	:30	10:58:25A- ABC-The View			1	1	1 2	2		5	\$400.00	\$2,000.00	Washington (WJLA)		5/21/21
6.0	Normal Line / SPOT	05/31/21-05/31/21	2	:30	10:58:25A- ABC-The View		1						1	\$400.00	\$400.00	Washington (WJLA)		5/21/21
7.0	Normal Line / SPOT	05/31/21-05/31/21	3		5:58:15A- News-7News ON YOUR SIDE at 6AM		1						1	\$300.00	\$300.00	Washington (WJLA)		5/21/21
8.0	Normal Line / SPOT	05/25/21-05/28/21	3		5:58:15A- News-7News ON YOUR SIDE at 6AM			1	1	1	1		4	\$300.00	\$1,200.00	Washington (WJLA)		5/21/21
9.0	Normal Line / SPOT	05/25/21-05/28/21	3	:30	5A- News-7News ON YOUR SIDE at 5AM	1		Х	Х	X X	X		1	\$100.00	\$100.00	Washington (WJLA)		5/21/21
10.0	Normal Line / SPOT	05/25/21-05/28/21	1		3:59:27P- News-7News ON YOUR SIDE at 4PM			1	1	1 1	1		4	\$550.00	\$2,200.00	Washington (WJLA)		5/21/21
11.0	Normal Line / SPOT	05/31/21-05/31/21	1		3:59:27P- News-7News ON YOUR SIDE at 4PM		1						1	\$550.00	\$550.00	Washington (WJLA)		5/21/21

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... http://sbgi.net/?p=1224 ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.

Accepted-Station:

Date:

B/E Bookend P/B Piggy Back

Accepted-Agency/Advertiser:

Printed At: 01:47 PM on Monday, May 24 2021



4850195 Contract # **Date Entered** 05/21/21 **Schedule Dates Last Modified** 05/25/21-05/31/21 05/23/21 Advertiser Mark Afshar Glenn Youngkin for VA Governor-R (140580) **Entered By** No Agency CO-OP Smart Media Group-Alexandria (6613) Product External # POLITICAL CANDIDATE (ns) (1186) Brand Demo 525531 Younkin for VA Governor 5.25-5.31 (1563 Order Type 3 Wide Life Salesperson HOUSE-WASHINGTON, WJLA/GJLA/EJLA (3869) Package Deal Sales Office WJLA/GJLA/EJLA Commission % 15.00 Berg,Fran **Buyer Name** Commission \$15,288.75 Phone/Fax

**Net Total** 

Sales Tax

\$86,636.25

Washington (WJLA	)	
By Broadcast Month	Spots	<u>Rat</u>
May. 2021 Jun. 2021	91 25	\$81,375.00 \$20,550.00
Grand Total:	116	\$101,925.00

Line Type	e / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Мо	Tu	We	Th F	r Sa	Su	Spots	Rate	Total	Station	Comments	Entered
12.0 Normal Line /	/ SPOT	05/31/21-05/31/21	2	:30	11:00:26P- News-7News ON YOUR SIDE at 11PM		2						2	\$525.00	\$1,050.00	Washington (WJLA)		5/21/21
13.0 Normal Line /	/ SPOT	05/25/21-05/28/21	2	:30	11:00:26P- News-7News ON YOUR SIDE at 11PM			2	1	1	1		5	\$525.00	\$2,625.00	Washington (WJLA)		5/21/21
14.0 Normal Line /	/ SPOT	05/25/21-05/28/21	2	:30	11:59:56A- News-7News ON YOUR SIDE at Noon			2	2	2	2		8	\$275.00	\$2,200.00	Washington (WJLA)		5/21/21
15.0 Normal Line /	/ SPOT	05/31/21-05/31/21	2	:30	11:59:56A- News-7News ON YOUR SIDE at Noon		2						2	\$275.00	\$550.00	Washington (WJLA)		5/21/21
16.0 Normal Line	/ SPOT	05/27/21-05/27/21	2	:30	2P- ABC-General Hospital					1			1	\$300.00	\$300.00	Washington (WJLA)		5/21/21
17.0 Normal Line	/ SPOT	05/31/21-05/31/21	2	:30	2P- ABC-General Hospital		1						1	\$300.00	\$300.00	Washington (WJLA)		5/21/21
18.0 Normal Line /	/ SPOT	05/30/21-05/30/21	1	:30	7:58:40A- ABC-Good Morning America Sunday							1	1	\$550.00	\$550.00	Washington (WJLA)		5/21/21
19.0 Normal Line /	/ SPOT	05/31/21-05/31/21	1	:30	4:59:30P- News-7News ON YOUR SIDE at 5PM		3						3	\$650.00	\$1,950.00	Washington (WJLA)		5/21/21
20.0 Normal Line /	/ SPOT	05/25/21-05/28/21	1	:30	4:59:30P- News-7News ON YOUR SIDE at 5PM			3	3	3	3		12	\$650.00	\$7,800.00	Washington (WJLA)		5/21/21
21.0 Normal Line	/ SPOT	05/25/21-05/28/21	1	:30	5:59:26P- News-7News ON YOUR SIDE at 6PM			2	2	2	2		8	\$1,200.00	\$9,600.00	Washington (WJLA)		5/21/21

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... http://sbgi.net/?p=1224 ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.

525531

Weekly/Irregular

Local/Political Candidate Agency BRD

B/E Bookend P/B Piggy Back

Printed At: 01:47 PM on Monday, May 24 2021



**WJLA** 1100 Wilson Blvd. 6th Floor Arlington, VA 22209

Dates

05/31/21-05/31/21

05/29/21-05/30/21

05/31/21-05/31/21

05/25/21-05/28/21

05/25/21-05/27/21

05/31/21-05/31/21

05/31/21-05/31/21

05/25/21-05/28/21

05/25/21-05/28/21

05/31/21-05/31/21

05/31/21-05/31/21

05/31/21-05/31/21

WJLA-TV WASHINGTON, DC

Line

Smart Media Group-Alexandria 1427 Leslie Ave Ste 100 Alexandria, VA 22301

Line Type / Break Type (Ref #)

22.0 Normal Line / SPOT

23.0 Normal Line / SPOT

24.0 Normal Line / SPOT

25.0 Normal Line / SPOT

26.0 Normal Line / SPOT

27.0 Normal Line / SPOT

28.0 Normal Line / SPOT

29.0 Normal Line / SPOT

30.0 Normal Line / SPOT

31.0 Normal Line / SPOT

32.0 Normal Line / SPOT

33.0 Normal Line / SPOT

## Contract # 4850195 Schedule Dates

Agency

Product

Brand

05/25/21-05/31/21 Advertiser Glenn Youngkin for VA Governor-R (140580)

Smart Media Group-Alexandria (6613)

POLITICAL CANDIDATE (ns) (1186)

525531 Younkin for VA Governor 5.25-5.31 (1563 Demo

**Date Entered** 05/21/21 **Last Modified** 

No

**Entered By** 

External #

CO-OP

05/23/21 Mark Afshar

By Broadcast Month Spots May. 2021 91 25 Jun. 2021 Grand Total:

Washington (WJLA)

<u>Rate</u> \$81,375.00 \$20,550.00 116 \$101,925.00

Sale Buy Pho CPE Acc Bill	esperson es Office ver Name one/Fax i count Type ing Type numents	HOUSE-WASHII WJLA/GJLA/EJL Berg,Fran / 525531 Local/Political C Weekly/Irregula	.A Candic					E) A.	8869	, i	Package Commiss Commiss Sales Ta	Deal sion % sion	3 Wide Life 15.00 \$15,288.75 \$86,636.25				
Sec	Length	Run Times	SPW	Мо	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total		Station	Comments	Entered
1		5:59:26P- News-7News ON YOUR SIDE at 6PM		2							2	\$1,200		,400.00	Washington (WJLA)		5/21/21
3	:30	6P- 7P (EST)							1	1	2	\$350	.00	\$700.00	Washington (WJLA)		5/21/21
3	:30	11:35P- ABC-Jimmy Kimmel		2							2	\$300	.00	\$600.00	Washington (WJLA)		5/21/21
3	:30	11:35P- ABC-Jimmy Kimmel			2	2	2	2			8	\$300	.00 \$2	,400.00	Washington (WJLA)		5/21/21
3	:30	12:37A- ABC-Nightline			1		1				2	\$100	.00	\$200.00	Washington (WJLA)		5/21/21
3	:30	12:37A- ABC-Nightline		1							1	\$100	.00	\$100.00	Washington (WJLA)		5/21/21
			i –												i		

\$1,600.00

\$1,600.00

\$2,600.00

\$2,600.00

\$1,500.00

\$1,500.00

\$1,600.00 Washington (WJLA)

\$6,400.00 Washington (WJLA)

\$15,600.00 Washington (WJLA)

\$5,200.00 Washington (WJLA)

\$3,000.00 Washington (WJLA)

\$1,500.00 Washington (WJLA)

			CONF	FIRI	MATION CONTR	AC	Γ				
Accepted-A	gency/Advertiser:	Date:	Accepted-Stat	ion:			Date:	Comments:			

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The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... http://sbgi.net/?p=1224 ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.

:30 6:58:46P- Wheel Of Fortune

:30 6:58:46P- Wheel Of Fortune

Wonderful World of Disney

:30 10P- ABC-The Good Doctor

:30 7:29:26P- Jeopardy

:30 7:29:26P- Jeopardy

:30 7:57:56P- ABC-The

(Monday)

B/E Bookend P/B Piggy Back

Printed At: 01:47 PM on Monday, May 24 2021

5/21/21

5/21/21

5/21/21

5/21/21

5/21/21

5/21/21



WJLA 1100 Wilson Blvd. 6th Floor Arlington, VA 22209

Smart Media Group-Alexandria 1427 Leslie Ave Ste 100 Alexandria, VA 22301

## 4850195 Contract # **Schedule Dates** 05/25/21-05/31/21

Advertiser Glenn Youngkin for VA Governor-R (140580) Agency Product POLITICAL CANDIDATE (ns) (1186)

Smart Media Group-Alexandria (6613)

Brand 525531 Younkin for VA Governor 5.25-5.31 (1563 Salesperson HOUSE-WASHINGTON, WJLA/GJLA/EJLA (3869)

Berg,Fran **Buyer Name** Phone/Fax CPE 525531

Sales Office

**Account Types** Local/Political Candidate Agency BRD

WJLA/GJLA/EJLA

Billing Type Weekly/Irregular Comments

**Date Entered** 05/21/21 **Last Modified** 

No

**Entered By** 

External #

Order Type

Package Deal

Commission %

Commission

**Net Total** 

Sales Tax

CO-OP

Demo

05/23/21 Mark Afshar

3 Wide Life

\$15,288.75

\$86,636.25

15.00

May. 2021

Washington (WJLA)

By Broadcast Month Spots 91 \$81,375.00 25

<u>Rate</u>

Jun. 2021 \$20,550.00 Grand Total: 116 \$101,925.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Мо	Tu	We '	Γh I	Fr S	a Su	u Sp	pots	Rate	Total	Station	Comments	Entered
34.0	Normal Line / SPOT	05/26/21-05/26/21	3		7:57:56P- ABC-Press Your Luck (Wednesday)				1					1	\$2,000.00	\$2,000.00	Washington (WJLA)		5/21/21
35.0	Normal Line / SPOT	05/26/21-05/26/21	3		9P- ABC-The 100000 Pyramid (Wednesday)				1					1	\$2,000.00	\$2,000.00	Washington (WJLA)		5/21/21
36.0	Normal Line / SPOT	05/26/21-05/26/21	3		10P- ABC-A Million Little Things (Wednesday)				1					1	\$2,000.00	\$2,000.00	Washington (WJLA)		5/21/21
37.0	Normal Line / SPOT	05/25/21-05/25/21	3		7:57:56P- Sports-ABC Mike Tyson The Knockout (Tuesday)			2						2	\$1,500.00	\$3,000.00	Washington (WJLA)		5/21/21
38.0	Normal Line / SPOT	05/27/21-05/27/21	3	:30	10P- ABC-Rebel (Thursday)					1				1	\$2,000.00	\$2,000.00	Washington (WJLA)		5/21/21
39.0	Normal Line / SPOT	05/27/21-05/27/21	3	:30	7:57:56P- ABC-Station 19 (Thursday)					1				1	\$2,500.00	\$2,500.00	Washington (WJLA)		5/21/21
40.0	Normal Line / SPOT	05/27/21-05/27/21	3	:30	9P- ABC-Greys Anatomy (Thursday)					1				1	\$4,000.00	\$4,000.00	Washington (WJLA)		5/21/21
41.0	Normal Line / SPOT	05/30/21-05/30/21	3		6:58P- ABC-Americas Funniest Home Videos (Sunday)							1		1	\$1,500.00	\$1,500.00	Washington (WJLA)		5/21/21
42.0	Normal Line / SPOT	05/30/21-05/30/21	3		10P- ABC-To Tell the Truth (Sunday)							2	:	2	\$1,500.00	\$3,000.00	Washington (WJLA)		5/21/21
		•	•		CON	FIF	RMA	AΤ	101	1 C	100	١T	RA	\C	Τ		•		
Accepted	-Agency/Advertiser:			Date:	Accepted-St	ation:									Date:	Comments:			

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B/E Bookend P/B Piggy Back

Printed At: 01:47 PM on Monday, May 24 2021

WJLA-TV WASHINGTON, DC  Smart Media Group-Alexa 1427 Leslie Ave Ste 100 Alexandria, VA 22301	WJLA 1100 Wilson B Arlington, VA andria		Sch Adv Age Pro Bra Sale Sale Buy Pho CPE Acc Billi	esperson es Office er Name ne/Fax	# 4850195 05/25/21-05/31 Glenn Youngkin Smart Media Gr POLITICAL CAN 525531 Younkir HOUSE-WASHIN WJLA/GJLA/EJL Berg,Fran / 525531 Local/Political C Weekly/Irregula	/21 for \ OUD-/- DIDA I for \ NGTO	Alexar ATE (n VA Go	ndria ( ns) (11 overno JLA/G	6613) .86) r 5.25 JLA/EJ	) 5-5.31	1 (156	La En CC Ex Or Pa Co Ne	ate Ente otered E O-OP cternal emo order Tyj ckage I ommissi ommissi	#  pe 3  Deal  ion % 1	5/21/21 5/23/21 lark Afshar lo 8 Wide Life 5.00 15,288.75 86,636.25		Washington By Broadcast May. 2021 Jun. 2021 Grand Total:		\$81,375.00 \$20,550.00 \$101,925.00
Line Line Type / Break Ty	rpe (Ref #)	Dates	Sec	Length	Run Times	SPW	Мо	Tu V	Ve Th	Fr	Sa S	Su	Spots	Rate	Total		Station	Commen	ts Entere
43.0 Normal Line / SPOT		0/21-05/30/21	2	:30 8P- /	ABC-Celebrity Family d (Sunday)							1	1	\$3,500.0		00 Washingto			5/23/21
44.0 Normal Line / SPOT	05/3	1/21-05/31/21	1	:30 3:59	9:27P- News-7News ON JR SIDE at 4PM		1						1	\$550.0	90 \$550.	00 Washingto	on (WJLA)		5/23/21

**CONFIRMATION CONTRACT** 

Date:

Comments:

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Accepted-Station:

Date:

Accepted-Agency/Advertiser: